

Message Text

LIMITED OFFICIAL USE

PAGE 01 BERLIN 05384 250951Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----251050 040572 /10

R 241615Z FEB 77
FM AMEMBASSY BERLIN
TO SECSTATE WASHDC 4186
INFO USDOC WASHDC
AMEMBASSY BONN
USMISSION USBERLIN UNN

LIMITED OFFICIAL USE BERLIN 5384

USDOC FOR BEWT FOR DOWNEY

E O 11652: NA
TAGS: PFOR EEWT GE US
SUBJ: US/GDR TRADE AND ECONOMIC COUNCIL

REF: STATE 037358

1. AMTEL CORPORATION PRESIDENT OTTMAR AND HIS FRENCH REPRESENTATIVE THOMAS ABELE SPENT AN HOUR FEBRUARY 21 WITH CHARGE PRIOR TO THEIR APPOINTMENTS WITH BEIL AND OTHERS, AND THEN OTTMAR CALLEED CHARGE FROM WEST BERLIN SAME EVENING TO REPORT HIGHLIGHTS OF DAY'S DISCUSSIONS WITH GDR OFFICIALS.

2. DURING MORNING SESSION, CHARGE REITERATED THE POINTS MADE BY DEPUTY ASSISTANT SECRETARY VINCE CONCERNING USG INTEREST IN THE ESTABLISHMENT OF THE US/GDR TRADE COUNCIL. IN RESPONSE TO OTTMAR'S QUESTION, CHARGE SPENT SOME TIME REVIEWING BACKGROUN OF CONSULAR CONVENTION, INCLUDING THE NATIONALITY QUESTION, AND THE LINK BETWEEN SATISFACTORY RESOLUTION OF THIS MATTER AND THE OPENING OF GDR COMMERCIAL OFFICES IN THE US. CHARGE ALSO
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 BERLIN 05384 250951Z

EXPRESSED OUR CONCERN ABOUT RECENT GDR MEASURES IN AND AROUND BERLIN AND THE POSSIBLE IMPACT THESE COULD HAVE ON OUR EFFORTS TO IMPROVE RELATIONS. CHARGE ALSO NOTED WE THOUGH IT WOULD BE WORTHWHILE TO EXPAND US SIDE OF TRADE COUNCIL, AND OTTMAR INDICATED HE WAS THINKING ALONG THESE LINES. HE THOUGHT IT MIGHT BE USEFUL TO INCLUDE A REPRESENTATIVE FROM THE NATIONAL MACHINE TOOL BUILDERS

ASSOCIATION, ANOTHER BANK, AND POSSIBLY A REPRESENTATIVE FROM US CHAMBER OF COMMERCE.

3. DURING THE PHONE CALL, OTTMAR SAID THAT HE HAD HAD A FULL DAY OF MEETINGS WITH BEIL, SCHMIED, KIRSTEN AND OTHERS AND SEEMED TO BE PLEASED WITH THE RECEPTION HE HAD BEEN GIVEN. HE NOTED THE EAST GERMANS HAD TOLD HIM THAT A MAJOR CONTRACT FOR THE CONSTRUCTION OF AN AROMATICS PLANT, ON WHICH AMTEL HAD BEEN BIDDING THROUGH THE FRENCH, HAD BEEN AWARDED TO THE JAPANESE. BUT IN RESPONSE TO A REQUEST FROM OTTMAR THE EAST GERMANS SAID THEY WOULD BE WILLING TO REVIEW A NEW BID WHICH AMTEL COULD PREPARE WITHIN THE NEXT TWO TO FOUR WEEKS FOR HALF THE BUSINESS INVOLVED IN CONSTRUCTING THE PLANT.

4. ON FURTHER DEVELOPMENTS ON THE US/GDR TRADE COUNCIL, OTTMAR SAID BEIL HAD GIVEN HIM A SECOND VERSION OF THE DRAFT CHARTER WHICH OTTMAR HAD NOT YET HAD A CHANCE TO REVIEW. HE DID NOT KNOW THEREFORE WHAT NEW POINTS THERE MIGHT BE IN IT. OTTMAR INDICATED HE WOULD MAKE THIS VERSION AVAILABLE TO THE DEPARTMENT. BEIL ALSO CONTINUED TO PRESS TO HAVE THE GDR SIDE OF THE COUNCIL VISIT THE US IN MAY/JUNE 1977. AT THE SAME TIME, BEIL URGED OTTMAR AND SEVERAL OF HIS COLLEAGUES TO VISIT THE MARCH LEIPZIG FAIR, AND OTTMAR APPARENTLY WILL MAKE AN EFFORT TO DO SO. BEIL EXPRESSED INTEREST IN TECHNICAL SALES SEMINARS IN THE GDR, AND AN INTEREST IN HAVING GDR TECHNICAL DAYS IN MAY 1978 IN THE US, AND ASKED THAT THIS INTEREST BE CONVEYED TO COMMERCE DEPUTY ASSISTANT LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 BERLIN 05384 250951Z

SECRETARY DOWNEY.

5. COMMENT: BECAUSE OF HIS INTEREST IN DEVELOPING BUSINESS IN THE GDR, WHICH HE SEES AS A POTENTIALLY GOOD MARKET, OTTMAR APPEARS TO BE WILLING TO GO ALONG WITH WHATEVER BEIL MAY RECOMMEND IN TERMS OF THE FORMATION OF THE US/GDR TRADE COUNCIL. I ALSO HAVE THE IMPRESSION THAT WHILE OTTMAR WAS PREPARED TO LISTEN WITH INTEREST TO OUR CONCERNS ABOUT GDR PERFORMANCE ON THE CONSULAR CONVENTION AND WITH RESPECT TO BERLIN, THESE DO NOT SEEM TO RANK HIGH IN TERMS OF AN APPARENT DESIRE TO GET A FOOT IN THE DOOR HERE IN TERMS OF FUTURE BUSINESS. POLANSKY

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AGREEMENTS, EAST WEST TRADE, DIPLOMATIC DISCUSSIONS, TRADE CENTERS, COMMERCE & INDUSTRY, ESTABLISHMENT OF OFFICES
Control Number: n/a
Copy: SINGLE
Sent Date: 24-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BERLIN05384
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770065-0944
Format: TEL
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770215/aaaaamvb.tel
Line Count: 109
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 2376c1bf-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 37358
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3245676
Secure: OPEN
Status: NATIVE
Subject: US/GDR TRADE AND ECONOMIC COUNCIL
TAGS: PFOR, EEWT, GC, US, AMTEL INC, (OTTMAR, JEROME)
To: STATE
Type: TE
vdkgvwkey: odbcc://SAS/SAS.dbo.SAS_Docs/2376c1bf-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009